

BEFORE THE  
POSTAL REGULATORY COMMISSION  
WASHINGTON, D.C. 20268-0001

COMPETITIVE PRODUCT PRICES  
INTERNATIONAL PRIORITY AIRMAIL, COMMERCIAL EPACKET,  
PRIORITY MAIL EXPRESS INTERNATIONAL,  
PRIORITY MAIL INTERNATIONAL &  
FIRST-CLASS PACKAGE INTERNATIONAL SERVICE WITH  
RESELLER CONTRACT 4 (MC2020-177)  
NEGOTIATED SERVICE AGREEMENTS

Docket No. CP2020-201

**NOTICE OF THE UNITED STATES POSTAL SERVICE OF FILING  
MODIFICATION ONE TO INTERNATIONAL PRIORITY AIRMAIL,  
COMMERCIAL EPACKET, PRIORITY MAIL EXPRESS INTERNATIONAL,  
PRIORITY MAIL INTERNATIONAL & FIRST-CLASS PACKAGE INTERNATIONAL  
SERVICE WITH RESELLER CONTRACT 4 NEGOTIATED SERVICE AGREEMENT  
(December 10, 2020)**

In Order No. 5571, the Postal Regulatory Commission (Commission) included International Priority Airmail, Commercial ePacket, Priority Mail Express International, Priority Mail International & First-Class Package International Service with Reseller Contract 4 (Agreement) within the competitive product list.<sup>1</sup>

Attached to this notice, as Attachment 1, is a redacted version of Modification One to the agreement that is the subject of the docket referenced above. The modification revises Articles 2, 3, 7, 8, 14, 20, and 22 of the Agreement, changes Article

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<sup>1</sup> PRC Order No. 5571, Order Adding International Priority Airmail, Commercial ePacket, Priority Mail Express International, Priority Mail International, and First-Class Package International Service with Reseller Contracts to the Competitive Product List, Docket Nos. MC2020-177 and CP2020-201, June 30, 2020, at 10-11, 13-16.

20 so that the Agreement will remain in effect until February 28, 2023, and adds annexes 1A, 2A, 3A, 4A, 5A, 6A, 7A, 8A and 9A to the Agreement.

In addition, the certified statement required by 39 C.F.R. § 3035.105(c)(2) is included with this filing, as Attachment 2. The Postal Service is also including with this filing redacted versions of the revised supporting financial documents in separate Excel files.<sup>2</sup>

Also, the Postal Service is filing under seal Modification One, as well as revised supporting financial documents in separate Excel files, for the contract that is the subject of this docket. With respect to the non-public versions of Modification One and revised supporting financial documents filed under seal, the Postal Service hereby incorporates its Application for Non-Public Treatment filed in conjunction with its notice dated June 15, 2020, in this docket.<sup>3</sup>

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<sup>2</sup> The supporting financial documents include an updated Settlement Charge Workbook. In order to facilitate and expedite review by the Commission, the Postal Service included a Compare\_SCWB ...xlsx Zipped file in the supporting financial documents for the Postal Service's December 3, 2020 filing of a modification in Docket No. CP2020-198, which provide a comparison between the Settlement Charge Workbook included with this filing and the Settlement Charge Workbook included with the most recent filing of a non-GEPS-NPR international negotiated service agreement (see USPS Request to Add Priority Mail Express International, Priority Mail International, First-Class Package International Service & Commercial ePacket Contract 9 to Competitive Product List and Notice of Filing Materials Under Seal, Docket Nos. MC2020-233 and CP2020-263, August 31, 2020). The comparison period is CY 2021 since this is the common period for both Settlement Charge Workbooks. See Notice of the United States Postal Service of Filing Modification One to International Priority Airmail, Commercial ePacket, Priority Mail Express International, Priority Mail International & First-Class Package International Service with Reseller Contract 5 Negotiated Service Agreement, Docket No. CP2020-198, December 3, 2020.

<sup>3</sup> USPS Request to Add International Priority Airmail, Commercial ePacket, Priority Mail Express International, Priority Mail International & First-Class Package International Service with Reseller Contract 4 to Competitive Product List and Notice of Filing Materials Under Seal, Docket Nos. MC2020-177 and CP2020-201, June 15, 2020, Attachment F.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

By its attorneys:

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Mariana.MoguelResendiz@usps.gov  
December 10, 2020

**MODIFICATION ONE TO THE  
GLOBAL PLUS SERVICE AGREEMENT BETWEEN  
THE UNITED STATES POSTAL SERVICE AND**

This Modification amends the Global Plus Service Agreement ("Agreement") between [REDACTED] ("Contractholder"), with offices at [REDACTED], and the United States Postal Service ("USPS" or "Postal Service"), an independent establishment of the Executive Branch of the United States Government, with offices at 475 L'Enfant Plaza SW, Washington, DC 20260-9998, signed by the Contractholder on June 1, 2020, and by the USPS on June 4, 2020. The Contractholder and the USPS may be referred to individually as a "Party" and together as the "Parties."

The purpose of this Modification is to make the following eight changes to the Agreement.

First, the following paragraphs (29), (30), and (31) are added to Article 2.

(29) "IPA Presort Drop Shipment Pallet Option Preparation Requirements Document" means the USPS document entitled *IPA Presort Drop Shipment Pallet Option Mailer Preparation Requirements*, which the USPS shall provide the Mailer. (30) "ISAL Presort Drop Shipment Pallet Option Preparation Requirements Document" means the USPS document entitled *ISAL Presort Drop Shipment Pallet Option Mailer Preparation Requirements*, which the USPS shall provide the Mailer. (31) "Modification One Effective Date" means the first date on which USPS is willing to accept Qualifying Mail in accordance with Modification One to this Agreement.

Second, Article 3(4) is replaced with the following:

(4) IPA and ISAL

☒ IPA Letters and Postcards

☒ IPA Flats

☒ IPA Packets

Every IPA item must comply with the preparation requirements set forth in IMM 292 for International Priority Air Mail service, as well as the IPA Presort Drop Shipment Pallet Option Preparation Requirements Document.

☐ ISAL Letters and Postcards

☐ ISAL Flats

☐ ISAL Packets

Every ISAL item must comply with the preparation requirements set forth in IMM 293 for International Surface Air Lift service, as well as the ISAL Presort Drop Shipment Pallet Option Preparation Requirements Document.

(a) M-bags

☒ IPA M-bags

Every IPA M-bag item must comply with the preparation requirements set forth in IMM 260 and 292 for direct sacks of printed matter to a single addressee at a single address, as well as the IPA Presort Drop Shipment Pallet Option Preparation Requirements Document.



☐ ISAL M-bags

Every ISAL M-bag item must comply with the preparation requirements set forth in IMM 260 and 293 for direct sacks of printed matter to a single addressee at a single address, as well as the ISAL Presort Drop Shipment Pallet Option Preparation Requirements Document.

Third, the following paragraph (a) is added to Article 7(1):

(a) From Modification One Effective Date until the expiration date of this Agreement, to tender to the USPS mail intended for delivery outside the United States [REDACTED]

Fourth, the following paragraphs (7) and (8) are added to Article 8.

(7) Until 11:59 p.m. on the day prior to Modification One Effective Date, the Mailer will continue to pay postage according to Annex 1, Annex 2, Annex 3, Annex 4 and Annex 5. (8) From Modification One Effective Date until the expiration date of this Agreement, the Mailer will pay postage according to Annex 1A, Annex 2A, Annex 3A, Annex 4A and Annex 5A attached hereto, subject to the terms and conditions of this Agreement, including Article 22.

Fifth, the following paragraphs (a) and (b) are added to Article 14(1).

(a) Until 11:59 p.m. on the day prior to Modification One Effective Date, the Reseller will continue to pay postage according to Annex 6, Annex 7 and Annex 8. (b) From Modification One Effective Date until the expiration date of this Agreement, the Reseller will pay postage according to Annex 6A, Annex 7A and Annex 8A attached hereto, subject to the terms and conditions of this Agreement, including Article 22.

Six, Article 20(1) of the Agreement is replaced with the following.

**20. Term of the Agreement** (1) The USPS will notify the Contractholder of the Effective Date of the Agreement within thirty (30) days after receiving the approval of the entities that have oversight responsibilities for the USPS. In addition, the USPS will notify the Contractholder of the Modification One Effective Date as soon as possible, but no later than thirty (30) days after receiving the approval of the entities that have oversight responsibilities for the USPS. The Agreement shall remain in effect until February 28, 2023, unless terminated sooner pursuant to Article 21, Article 32, or Article 43.

Seventh, Article 22 is replaced with the following.

**22. Postage Updates** (1) The prices for IPA, ISAL, IPA M-bags and ISAL M-bags in the Annexes of this Agreement will be adjusted as follows: (a) In the event that the published postage rates for IPA and/or IPA M-bags should change one or more times after Modification One Effective Date,

[REDACTED] (b) In the event that the published postage rates for ISAL and/or ISAL M-bags should change one or more times after Modification One Effective Date, the prices for ISAL and/or ISAL M-bags, respectively, under this Agreement

[REDACTED] (c) If USPS maintains or decreases published rates of general applicability for IPA and/or ISAL as part of a published price change, as calculated by the USPS, [REDACTED]

[REDACTED] (2) With respect to the prices for Commercial ePacket in the Annexes of this Agreement, should the published postage rates for IPA change one or more times after Modification One Effective Date, the prices for CeP under this Agreement [REDACTED]



[REDACTED] If USPS maintains or decreases published rates of general applicability for IPA as part of a published price change, as calculated by the USPS, [REDACTED] (3) [REDACTED]

Eighth, Annexes 1A, 2A, 3A, 4A, 5A, 6A, 7A, 8A and 9A attached to this Modification are added to the Agreement. All other terms and conditions of the Agreement shall remain in force.

The Parties acknowledge and understand that all obligations of the USPS under this Modification shall be contingent on the USPS receiving approvals (hereinafter "Conditions Precedent") from one or more internal and external bodies that have oversight responsibilities. Conditions Precedent may include, but are not limited to: approvals or, if applicable, non-objection, from responsible USPS management officials, the USPS Board of Governors, the USPS Governors, the Postal Regulatory Commission, and/or any other governmental body with oversight responsibility for the USPS. The Parties acknowledge that this Modification may not be approved by such individuals or bodies. Until such time that all Conditions Precedent are fulfilled that are necessary to allow the USPS to provide the products or services contemplated under the Agreement, no obligation shall exist for the USPS and no benefit shall inure to either Party. In the event that the Conditions Precedent are not fulfilled, the USPS shall have no liability, which shall include no obligation to pay costs associated with any action taken by the Contractholder prior to the Effective Date of this Modification. Further, in the event of termination of the Agreement or the failure of any Condition Precedent, the USPS shall not be held liable for any damages including, without limitation, actual, special, indirect, incidental, punitive, consequential, or any other damages, which shall include but not be limited to damages for loss of business profits; business interruption; any other loss; and/or any costs incurred by either Party attributable to such non-approval such as attorney's fees.

The Contractholder acknowledges that this Modification and supporting documentation will be filed with the Postal Regulatory Commission ("Commission") in docketed proceedings (MC2020-177 and CP2020-201). The Contractholder authorizes the USPS to determine the scope of information that must be made publicly available in any Commission docketed proceeding in which information related to this Modification must be filed. The Contractholder further understands that any unredacted portion of the Modification or supporting information will be available on the Commission's public website, <http://www.prc.gov>. In addition, the USPS may be required to file information in connection with this Modification (including revenue, cost or volume data) in other Commission dockets, including the Commission docket number for the Annual Compliance Report (ACR) for the USPS fiscal year(s) in which this Agreement is in effect. Each ACR docket has a distinct docket number, such as ACR202#, in which "202#" signifies the USPS fiscal year to which the ACR pertains. The Contractholder has the right, in accordance with the Commission's rules, to address its confidentiality concerns directly with the Commission. The procedure for making an application to the Commission for non-public treatment of materials believed to be protected from disclosure is found in part 3011 of the regulations concerning the Commission in Title 39 of the Code of Federal Regulations.

The Parties may execute this Modification in one or more counterparts (including by facsimile or by electronic means such as .pdf format). Not all Parties need be signatories to the same document. All counterpart signed documents shall be deemed an original and one instrument.

In witness whereof, this Modification is deemed executed on the latter of the two dates accompanying the Parties' signatures.

**ON BEHALF OF THE UNITED STATES POSTAL SERVICE:**

Signature: Donald Ross  
Name: Donald Ross  
Title: Director International Sales  
Date: 12/4/2020

**ON BEHALF OF** [REDACTED]

Signature: [REDACTED]  
Name: [REDACTED]  
Title: [REDACTED]  
Date: 12/4/2020



**CONTRACTHOLDER AS "MAILER" ANNEXES**

ANNEX 1A	MAILER PMEI ANNEX - PRICES FOR PRIORITY MAIL EXPRESS INTERNATIONAL
ANNEX 2A	MAILER PMI ANNEX - PRICES FOR PRIORITY MAIL INTERNATIONAL
ANNEX 3A	MAILER FCPIS ANNEX - PRICES FOR FIRST CLASS PACKAGE INTERNATIONAL SERVICE
ANNEX 4A	MAILER IPA AND ISAL ANNEX - PRICES FOR INTERNATIONAL PRIORITY AIRMAIL SERVICE AND INTERNATIONAL PRIORITY AIRMAIL SERVICE
ANNEX 5A	MAILER CeP ANNEX - PRICES FOR COMMERCIAL E-PACKET SERVICE

**CONTRACTHOLDER AS "RESELLER" ANNEXES**

ANNEX 6A	RESELLER PMEI ANNEX - PRICES FOR PRIORITY MAIL EXPRESS INTERNATIONAL
ANNEX 7A	RESELLER PMI ANNEX - PRICES FOR PRIORITY MAIL INTERNATIONAL
ANNEX 8A	RESELLER FCPIS ANNEX - PRICES FOR FIRST-CLASS PACKAGE INTERNATIONAL SERVICE
ANNEX 9A	PMEI, PMI, AND FCPIS REQUIREMENTS ANNEX - REQUIREMENTS TO RECEIVE DISCOUNT OFF OF PUBLISHED COMMERCIAL BASE PRICES FOR PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL [REDACTED] AND FOR FIRST-CLASS PACKAGE INTERNATIONAL SERVICE [REDACTED] THAT ARE

- PRESORT DROP SHIPMENT SERVICE - PRESORTED AND TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)
- DROPSHIP SERVICE - TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)
- NATIONWIDE SERVICE - TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN THIS ANNEX FOR PRESORT DROP SHIPMENT ITEMS OR DROPSHIP ITEMS

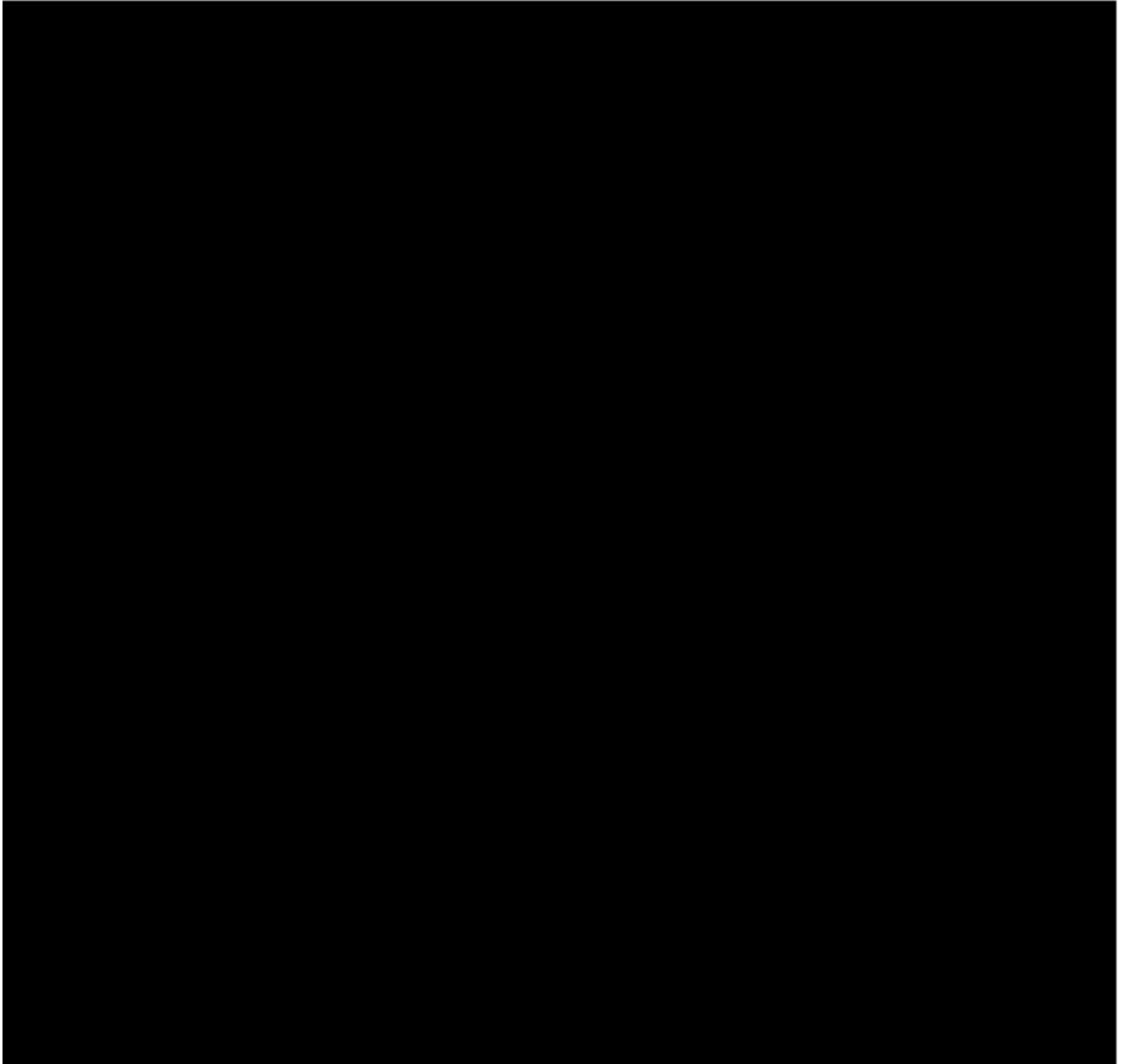
**ANNEX 1A MAILER PMEI ANNEX –  
CONTRACTHOLDER AS “MAILER”  
PRICES FOR PRIORITY MAIL EXPRESS INTERNATIONAL  
QUALIFYING MAIL**

Postage prices for Priority Mail Express International Qualifying Mail items under this Agreement are as follows.



**ANNEX 2A MAILER PMI ANNEX –  
CONTRACTHOLDER AS “MAILER”  
PRICES FOR PRIORITY MAIL INTERNATIONAL QUALIFYING MAIL**

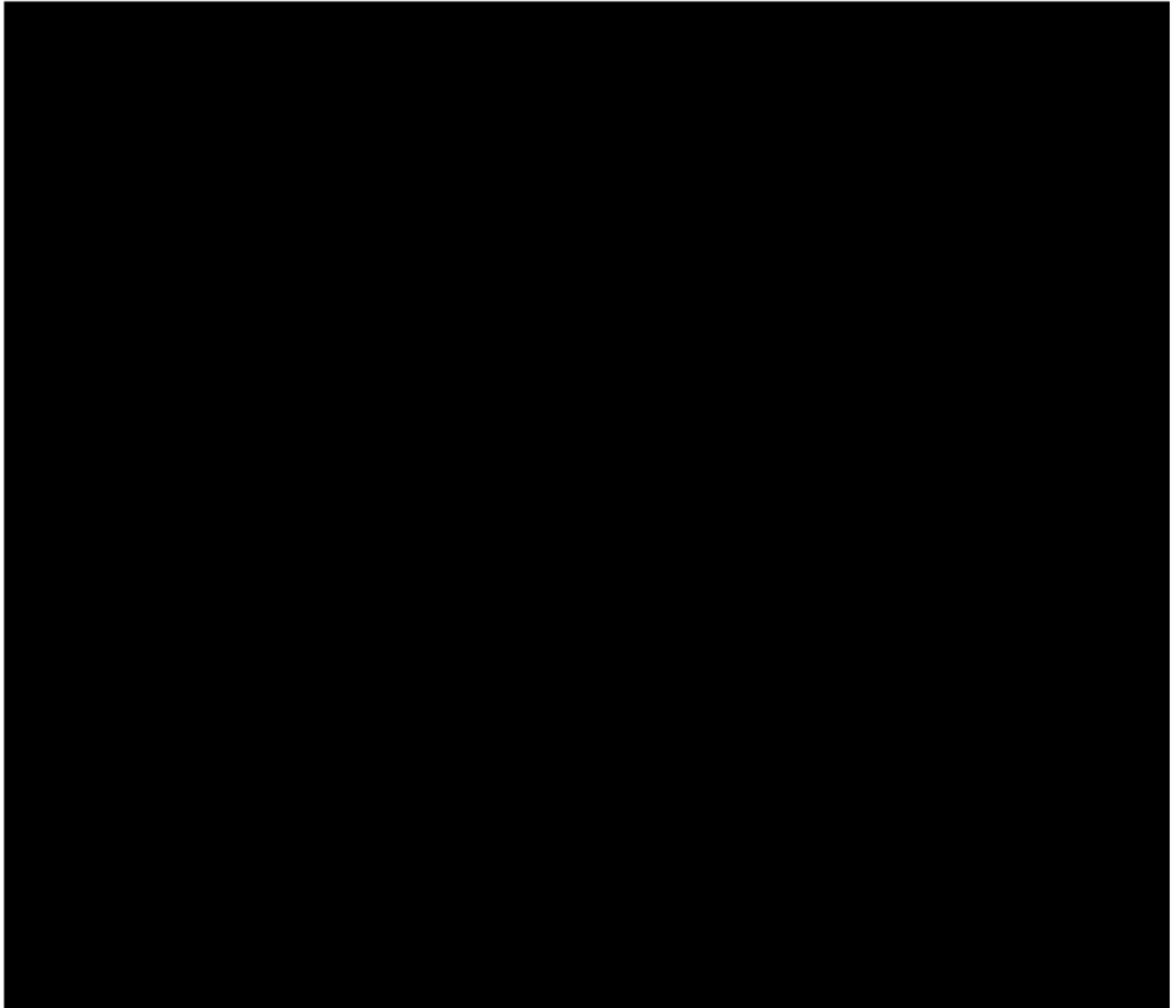
Postage prices for Priority Mail Qualifying Mail items under this Agreement are as follows.





**ANNEX 3A MAILER FCPIS ANNEX – CONTRACTHOLDER AS “MAILER”  
PRICES FOR FIRST-CLASS PACKAGE INTERNATIONAL SERVICE QUALIFYING MAIL**

Postage prices for First-Class Package International Service Qualifying Mail items under this Agreement are as follows.



**ANNEX 4A MAILER IPA AND ISAL ANNEX – CHART 1**  
**PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS “MAILER” FOR**  
**INTERNATIONAL PRIORITY AIRMAIL SERVICE: LETTERS AND POSTCARDS**



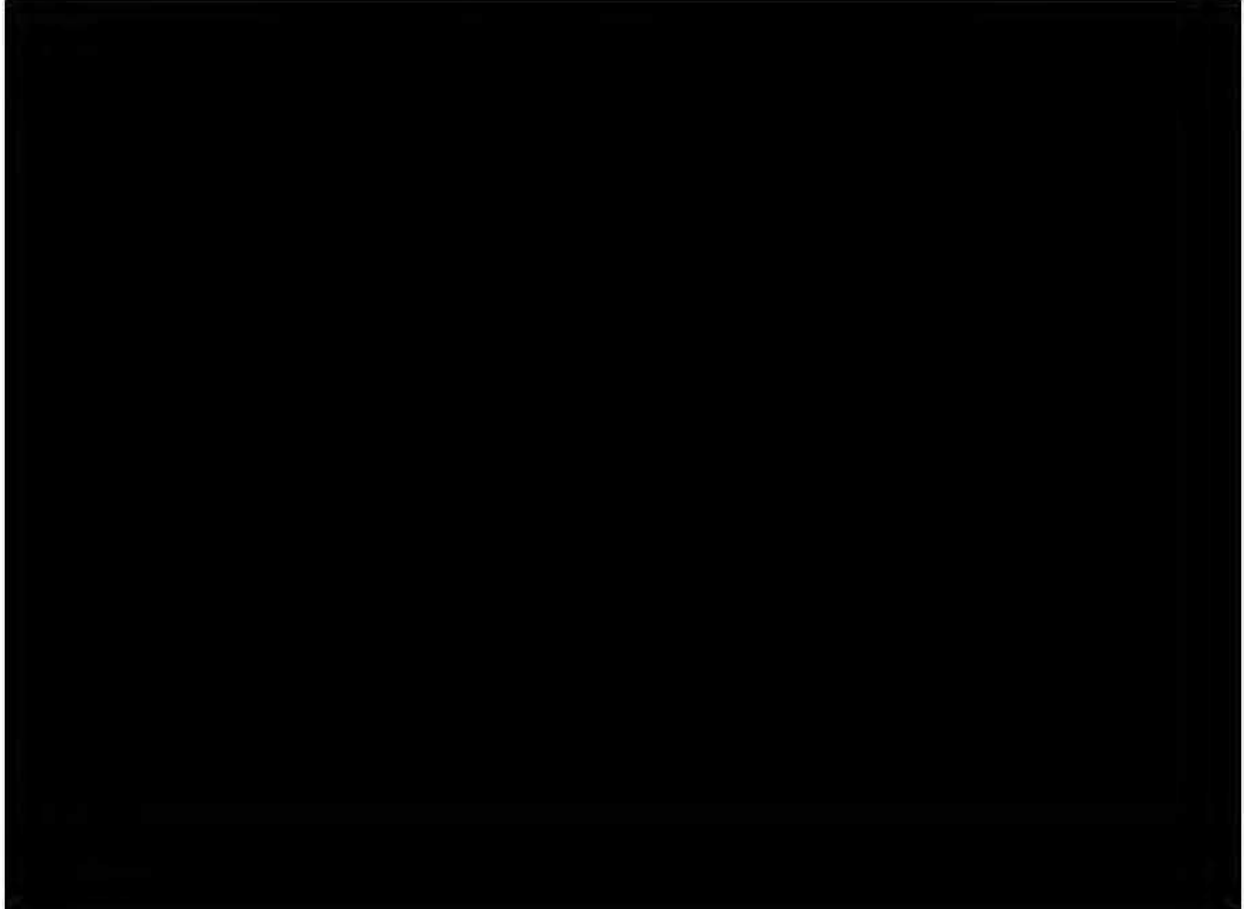
**ANNEX 4A MAILER IPA AND ISAL ANNEX – CHART 2  
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS “MAILER” FOR  
INTERNATIONAL PRIORITY AIRMAIL SERVICE: FLATS**



**ANNEX 4A MAILER IPA AND ISAL ANNEX – CHART 3  
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS “MAILER” FOR  
INTERNATIONAL PRIORITY AIRMAIL SERVICE: PACKETS**

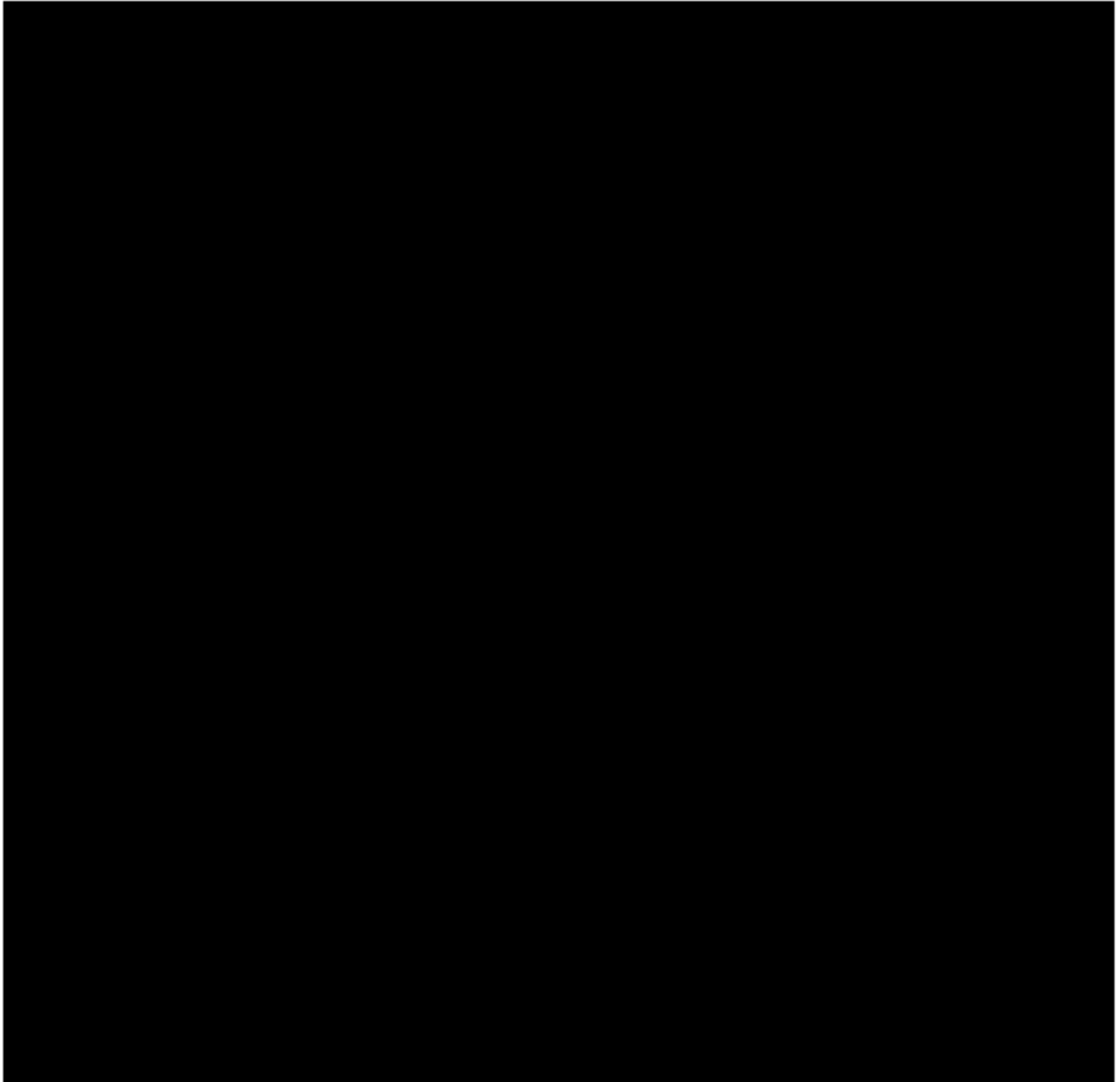


**ANNEX 4A MAILER IPA AND ISAL ANNEX – CHART 4  
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS “MAILER” FOR  
INTERNATIONAL PRIORITY AIRMAIL SERVICE: M-BAGS**



***Confidential***

**ANNEX 5A MAILER CeP ANNEX  
PRICES IN UNITED STATES DOLLARS FOR  
CONTRACTHOLDER AS "MAILER" FOR  
COMMERCIAL EPACKET SERVICE**



***Confidential***

USPS / [REDACTED] ; 11/2020

Modification One Page 13 of 19



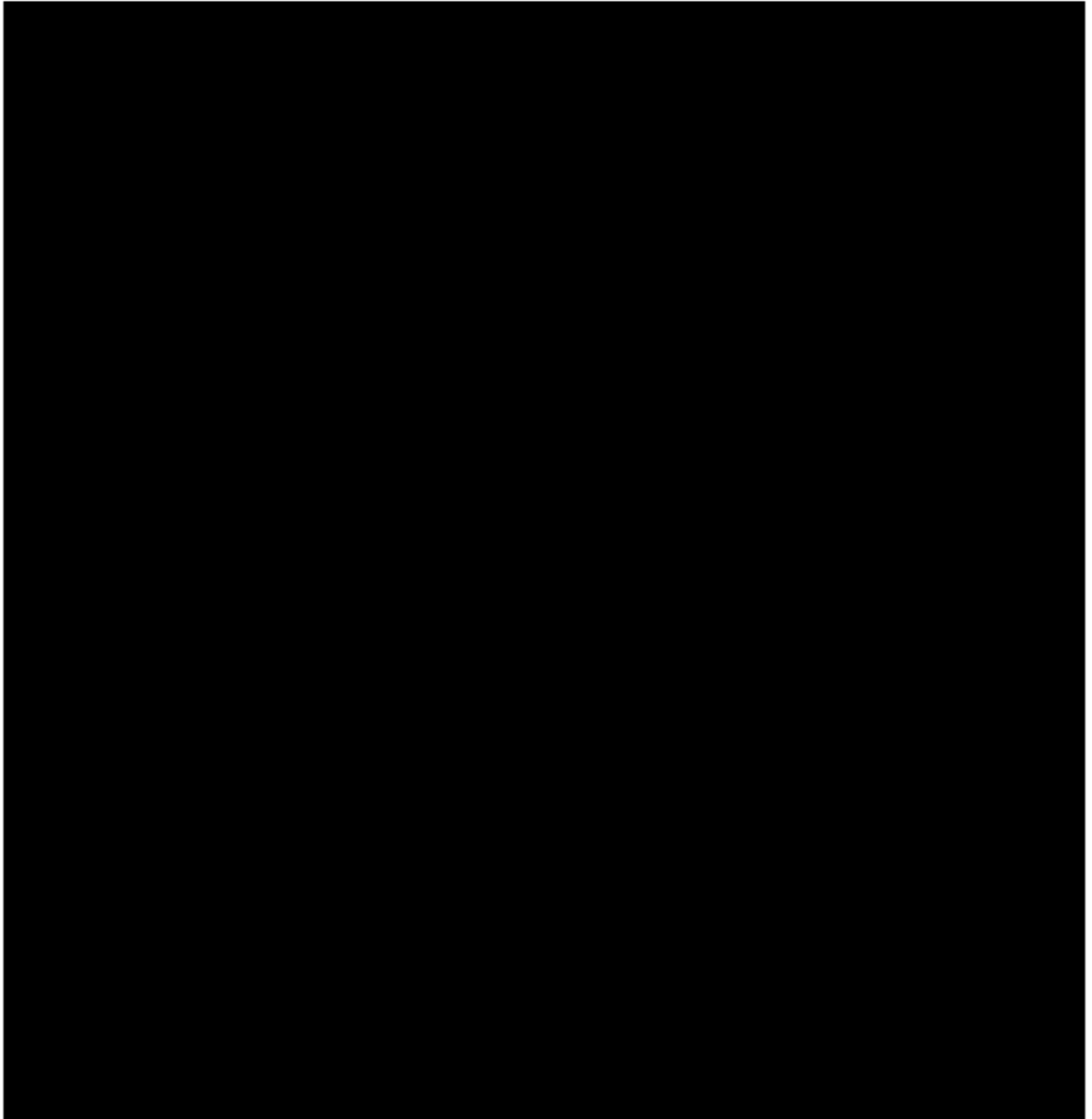
**ANNEX 6A RESELLER PMEI ANNEX –  
CONTRACTHOLDER AS “RESELLER”  
PRICES FOR PRIORITY MAIL EXPRESS INTERNATIONAL  
QUALIFYING MAIL**

Postage prices for Priority Mail Express International Qualifying Mail items under this Agreement are as follows.



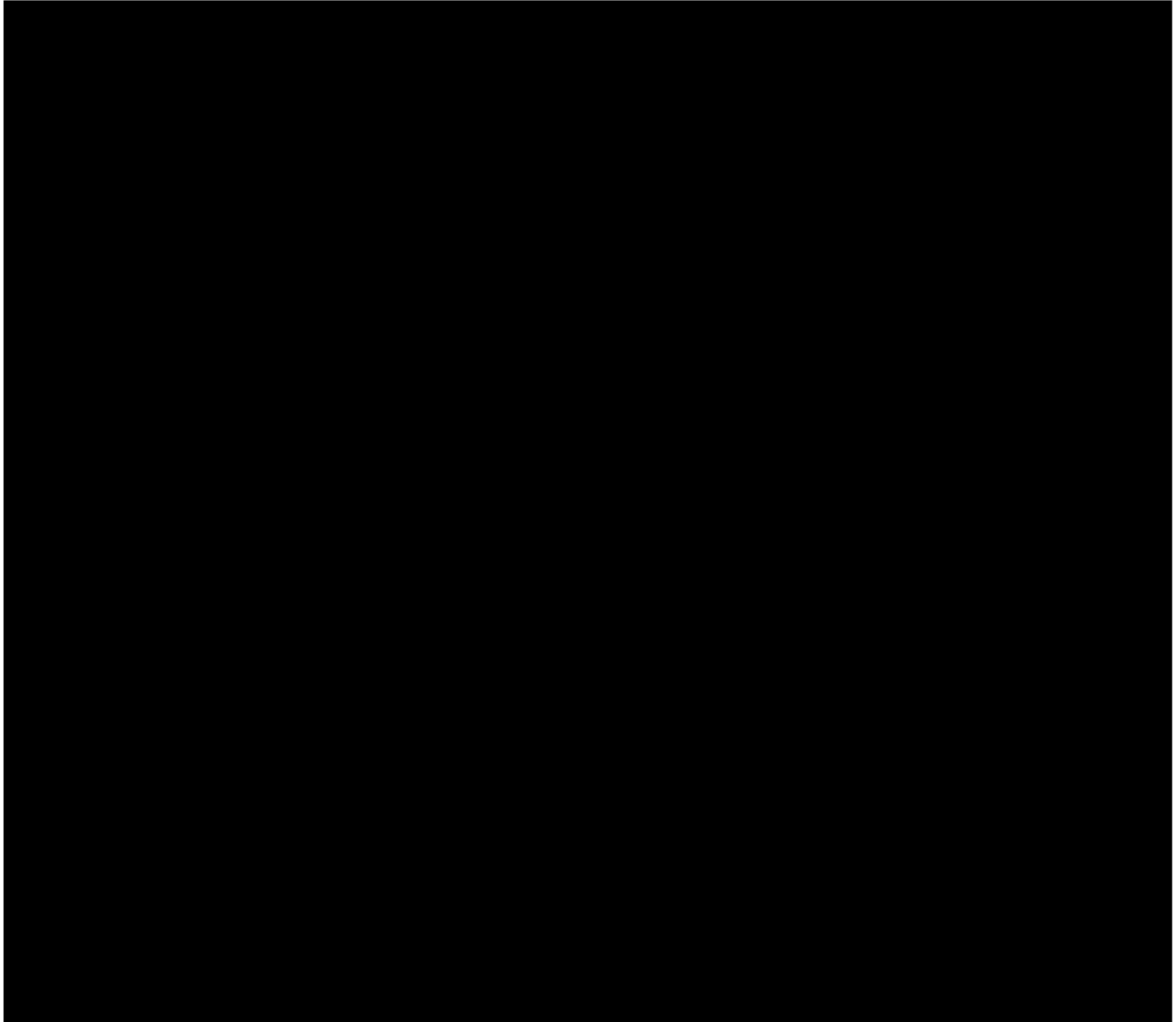
**ANNEX 7A RESELLER PMI ANNEX –  
CONTRACTHOLDER AS “RESELLER”  
PRICES FOR PRIORITY MAIL INTERNATIONAL QUALIFYING MAIL**

Postage prices for Priority Mail Qualifying Mail items under this Agreement are as follows.



**ANNEX 8A RESELLER FCPIS ANNEX –  
CONTRACTHOLDER AS “RESELLER”  
PRICES FOR FIRST-CLASS PACKAGE INTERNATIONAL SERVICE QUALIFYING MAIL**

Postage prices for First-Class Package International Service Qualifying Mail items under this Agreement are as follows.



**ANNEX 9A PMEI, PMI, AND FCPIS REQUIREMENTS ANNEX  
CONCERNING PRESORT DROP SHIPMENT SERVICE -  
REQUIREMENTS TO RECEIVE DISCOUNT OFF OF PUBLISHED COMMERCIAL BASE PRICES FOR  
PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL  
AND FOR FIRST-CLASS PACKAGE INTERNATIONAL SERVICE  
THAT ARE  
PRESORTED AND TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)**

- [REDACTED]
1. paid for through a separate permit imprint using USPS-provided Global Shipping Software (GSS) that is not used for any other type of mail than Qualifying Mail that meets the requirements set forth in this Agreement;
  2. [REDACTED]
  3. [REDACTED]  
and
  4. tendered to the USPS at any of the following USPS International Service Center locations:
    - JOHN F KENNEDY AIRPORT MAIL CENTER  
US POSTAL SERVICE  
JOHN F KENNEDY INTERNATIONAL AIRPORT BLDG 250  
JAMAICA NY 11430-9998
    - JT WEEKER INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
11600 WEST IRVING PARK ROAD  
CHICAGO IL 60666-9998
    - LOS ANGELES INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
5800 WEST CENTURY BLVD  
LOS ANGELES CA 90009-9998
    - SAN FRANCISCO INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
660 WEST FIELD ROAD  
SAN FRANCISCO CA 94128-3161
    - MIAMI INTERNATIONAL SERVICE CENTER<sup>1</sup>  
US POSTAL SERVICE  
11698 NW 25TH ST  
MIAMI FL 33112-9997
    - MIAMI PROCESSING AND DISTRIBUTION CTR<sup>2</sup>  
U.S. POSTAL SERVICE  
2200 NW 72ND AVE  
MIAMI FL 33152-9997
- [REDACTED]
- [REDACTED]

**ANNEX 9A PMEI, PMI, AND FCPIS REQUIREMENTS ANNEX  
CONCERNING DROPSHIP SERVICE -  
REQUIREMENTS TO RECEIVE DISCOUNT OFF OF PUBLISHED COMMERCIAL BASE PRICES FOR  
PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL  
[REDACTED] THAT ARE  
TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)**

[REDACTED]

JOHN F KENNEDY AIRPORT MAIL CENTER  
US POSTAL SERVICE  
JOHN F KENNEDY INTERNATIONAL AIRPORT BLDG 250  
JAMAICA NY 11430-9998

JT WEEKER INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
11600 WEST IRVING PARK ROAD  
CHICAGO IL 60666-9998

LOS ANGELES INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
5800 WEST CENTURY BLVD  
LOS ANGELES CA 90009-9998

SAN FRANCISCO INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
660 WEST FIELD ROAD  
SAN FRANCISCO CA 94128-3161

MIAMI INTERNATIONAL SERVICE CENTER<sup>1</sup>  
US POSTAL SERVICE  
11698 NW 25TH ST  
MIAMI FL 33112-9997

MIAMI PROCESSING AND DISTRIBUTION CTR<sup>2</sup>  
U.S. POSTAL SERVICE  
2200 NW 72ND AVE  
MIAMI FL 33152-9997

[REDACTED]

[REDACTED]

**ANNEX 9A PMEI, PMI, AND FCPIS REQUIREMENTS ANNEX  
CONCERNING NATIONWIDE SERVICE -  
REQUIREMENTS TO RECEIVE DISCOUNT OFF OF PUBLISHED COMMERCIAL BASE PRICES FOR  
PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL  
AND FOR FIRST-CLASS PACKAGE INTERNATIONAL SERVICE  
TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN THIS ANNEX FOR  
PRESORT DROP SHIPMENT ITEMS OR DROPSHIP ITEMS**

**CONFIDENTIAL**



**Certification of Prices for  
International Priority Airmail, Commercial ePacket,  
Priority Mail Express International, Priority Mail International  
& First-Class Package International Service with Reseller Contract 4**

I, Nan K. McKenzie, Manager, Pricing Innovation, Finance Department, United States Postal Service, am familiar with the prices and terms for International Priority Airmail, Commercial ePacket, Priority Mail Express International, Priority Mail International & First-Class Package International Service with Reseller Contract 4. The prices and terms contained in this contract were established by the Decision of the Governors of the United States Postal Service on the Establishment of Prices and Classifications for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates, adopted February 7, 2019 (Governors' Decision No. 19-1).

I hereby certify, based on the financial analysis provided herewith, that the prices are in compliance with 39 U.S.C § 3633 (a)(1), (2), and (3). They are expected to cover attributable costs. There should therefore be no subsidization of competitive products by market dominant products. This contract should not impair the ability of competitive products on the whole to cover an appropriate share of institutional costs.

**Nan K.  
McKenzie**

Digitally signed by Nan K. McKenzie  
DN: cn=Nan K. McKenzie, o,  
ou=Manager, Pricing Innovation,  
email=nan.k.mckenzie@usps.gov,  
c=US  
Date: 2020.12.09 16:57:28 -05'00'

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Nan K. McKenzie